

## **CLAIMS**

**What is claimed is:**

1. A method in a computer system for representing a class definition, the method comprising:

defining an opportunity class representing an opportunity, the opportunity class identifying a set of relationships of the opportunity with a plurality of entities related to the opportunity.

2. The method of claim 1 wherein the plurality of entities related to the opportunity includes entities selected from the group consisting of related accounts, related contact parties, one or more related parent opportunities, related sales employees and consultants, activities associated with the opportunity, a related source organization, a related destination partner, and related revenue.

3. The method of claim 1 wherein the opportunity class includes a custom data element for defining one or more custom data fields for the opportunity class.

4. The method of claim 3 wherein the one or more custom data fields of the opportunity class are specific to an application.

5. The method of claim 1 further comprising:

instantiating the opportunity class; and  
initializing data elements of the instantiated opportunity class.

6. The method of claim 5 further comprising:

  - transforming data received from a source application into a common format of the opportunity class;
  - transforming the data from the common format into a target format of a target application; and
  - sending the data in the target format to the target application.
7. The method of claim 1 wherein a definition of the opportunity class is represented as an XML schema.
8. A method for data transformation, the method comprising:

  - receiving opportunity data from a source application; and
  - transforming the opportunity data into a common format provided by an opportunity class,

wherein the opportunity class identifies a set of relationships of an opportunity with a plurality of entities related to the opportunity.

9. The method of claim 8 wherein the plurality of entities related to the opportunity includes entities selected from the group consisting of related accounts, related contact parties, one or more related parent opportunities, related sales employees and consultants, activities associated with the opportunity, a related source organization, a related destination partner, and related revenue.

10. The method of claim 8 wherein the opportunity class includes a custom data element for defining one or more custom data fields for the opportunity class.
11. A machine-readable medium having executable instructions to cause a machine to perform a method comprising:
  - defining an opportunity class representing an opportunity, the opportunity class
  - identifying a set of relationships of the opportunity with a plurality of entities related to the opportunity.
12. The machine-readable medium of claim 11 wherein the plurality of entities related to the opportunity includes entities selected from the group consisting of related accounts, related contact parties, one or more related parent opportunities, related sales employees and consultants, activities associated with the opportunity, a related source organization, a related destination partner, and related revenue.
13. The machine-readable medium of claim 11 wherein the opportunity class includes a custom data element for defining one or more custom data fields for the opportunity class.
14. The machine-readable medium of claim 13 wherein a definition of the opportunity class is represented as an XML schema.
15. A machine-readable medium having executable instructions to cause a machine to perform a method comprising:

receiving opportunity data from a source application; and  
transforming the opportunity data into a common format provided by an  
opportunity class,

wherein the opportunity class represents an opportunity and identifies a set of  
relationships of the opportunity with a plurality of entities related to the opportunity.

16. The machine-readable medium of claim 15 wherein the plurality of entities related  
to the opportunity includes entities selected from the group consisting of related accounts,  
related contact parties, one or more related parent opportunities, related sales employees  
and consultants, activities associated with the opportunity, a related source organization, a  
related destination partner, and related revenue.

17. The machine-readable medium of claim 15 wherein the opportunity class includes  
a custom data element for defining one or more custom data fields for the opportunity  
class.

18. A system comprising:  
a memory; and  
at least one processor coupled to the memory, the processor executing a set of  
instructions which cause the processor to define an opportunity class representing an  
opportunity, the opportunity class identifying a set of relationships of the opportunity with  
a plurality of entities related to the opportunity.

19. The system of claim 18 wherein the plurality of entities related to the opportunity includes entities selected from the group consisting of related accounts, related contact parties, one or more related parent opportunities, related sales employees and consultants, activities associated with the opportunity, a related source organization, a related destination partner, and related revenue.

20. A system comprising:

a memory; and  
at least one processor coupled to the memory, the processor executing a set of instructions which cause the processor to  
receive opportunity data from a source application, and  
transform the opportunity data into a common format provided by an opportunity class,  
wherein the opportunity class represents an opportunity and identifies a set of relationships of the opportunity with a plurality of entities related to the opportunity.

21. The system of claim 20 wherein the plurality of entities related to the opportunity includes entities selected from the group consisting of related accounts, related contact parties, one or more related parent opportunities, related sales employees and consultants, activities associated with the opportunity, a related source organization, a related destination partner, and related revenue.

22. An apparatus for representing a class definition, the apparatus comprising:

means for defining an opportunity class representing an opportunity of different types, the opportunity class identifying a set of relationships of the opportunity with a plurality of entities related to the opportunity.

23. An apparatus for data transformation, the apparatus comprising:
  - means for receiving opportunity data from a source application; and
  - means for transforming the opportunity data into a common format provided by an opportunity class,
    - wherein the opportunity class represents the opportunity and identifies a set of relationships of the opportunity with a plurality of entities related to the opportunity.